

Message Text

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R 281448Z JAN 74

FM SECSTATE WASHDC

TO AMEMBASSY BELGRADE

AMEMBASSY VIENNA

AMEMBASSY WARSAW

INFO AMCONSUL ZAGREB

UNCLAS STATE 017697

E.O. 11652: N/A

TAGS: BEXP, YA, AU, PL

SUBJ: BIOMEDICAL TRADE MISSION TO AUSTRIA, YUGOSLAVIA,
POLAND, MARCH 20-APRIL 4, 1974

REF: BELGRADE 0311

1. RECRUITMENT FOR THE ABOVE TRADE MISSION IS SCHEDULED
TO BE COMPLETED FEBRUARY 8. SCHEDULE CALLS FOR THREE
WORKING DAYS IN VIENNA (MARCH 20-22), FIVE WORKING DAYS
IN BELGRADE AND ZAGREB (MARCH 25-29), AND FOUR WORKING
DAYS IN WARSAW (APRIL 1-4).

2. EIGHT FIRMS PRESENTLY UNDER CONSIDERATION INCLUDE
THE FOLLOWING: AMERESCO INC. (DENSITOMETERS, DYE DILUTION/
THERMAL DILUTION CARDIAC OUTPUT ANALYZERS, RENAL PRESERVATION*SYSTEMS); MEDTRONIC INC. (CARDIAC PACEMAKERS, NEURO
STIMULATORS);
USCI INT'L INC. (CARDIOVASCULAR CATHETERS AND RELATED EQUIPMENT,
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VASCULAR GRAFTS, CARDIAC SURGICAL MATERIALS, IV INFUSION

DEVICES, INHA TION THERAPY DEVICES); UNITED EXPORTERS CO. (PRESSURE AND VOLUME CONTROLLED VENTILATORS FOR USE IN RESPIRATORY AND INTENSIVE CARE EQUIPMENT, OXYGEN DETECTOR/MONITOR); GETZ BROS INC. (PACEMAKERS, DIAGNOSTIC EQUIPMENT, THERAPEUTIC EQUIPMENT, PATIENT MONITORING EQUIPMENT); SEARLE MEDIDATA INC. (COMPUTERIZED MEDICAL INFORMATION SYSTEM); HYCEL INC. (AUTOMATIC MULTICHANNEL BLOD ANALYZERS, CARDIAC MONITOR); GENERAL SCIENCE CORP. (BLOOD CELL COUNTER). PRODUCT LITERATURE AND MARKET INTEREST OF FIRMS WILL BE FORWARDED SOONEST.

3. ADVANCE OFFICER FOR THE MISSIONN MICHAEL HANPETER, WESTERN EUROPE GROUP, SCHEDULED TO DEPART WASHINGTON ON OR ABOUT FEBRUARY 8. DETAILED SCHEDULED WILL FOLLOW ASAP. DIRECTOR FOR THE MISSION WILL BE MICHAEL A. *ONOLHUE, CHIEF TRADE MISSIONS.

4. SUCCESS OF THE MISSION WILL DEPEND UPON MISSION MEMBER PERSON-TO-PERSON TALKS. SCHEDULE OF INDIVIDUAL MISSION MEMBERS WILL BE DECIDED BY CONSULTATIONS BETWEEN ADVANCE OFFICER AND EMBASSY. MAJORITY OF PERSONNEL REPRESENTING THE ABOVE FIRMS WILL BE SALES-ORIENTED AND GENERALLY FAMILIAR WITH THE MARKET. COMMERCE EMPHASIZING THE NEED FOR AGENCY ARRANGEMENTS AND*JOINT VENTURES.

ACTION REQUIRED

A. CONFIRM MISSION DA ES YOUR AREA ACCEPTABLE.

B. COMMENT ON PRODUCT CATEGORIES YOUR AREA.

C. ADVISE SPECIAL MEDICAL PROBELMS OR SUBJECTS OR INTEREST IN HOST COUNTRY SO MISSION MEMBERS CAN PREPARE THEMSELVES ACCORDINGLY. KISSINGER

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